



Vendor Partnering: The New JPL



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Agenda

- Who are we?
- What do we do?
- How do we do it?
- Role of the Vendor
- Summary

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Procurement Service Center

- Customer Service Center
- Commercially available products/services
- Commodity Teams

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Our Mission

- Enhance product & service quality
- Continue to reduce lead times
- Continue to optimize electronic commerce
- Increase common part usage

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Available Tools

- Just-in-Time System
 - On-line catalog/electronic ordering process
- Purchase Cards
 - <\$2500.00/one time purchase
- Purchase Orders
 - More complex purchases

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Business Base - FY98

- Just-in-Time
 - 59,702 transactions - \$12M
- P-Card
 - 14,273 transactions - \$5.8M
- Purchase Orders
 - 19,000 transactions - \$78M

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Industry Benchmarking

- Initial development of the requirement
 - Learn about the industry
 - Set expectations
 - Industry limitations/standards

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Vendor Responsibilities

- What are JPL's requirements?
- Why does JPL need the product/service?
- When does JPL need delivery?

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What makes a good Partner?

- Be a professional
 - Timely communications
 - Come prepared
 - Set and meet realistic expectations
- Request debriefings

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Competitive Edge

- Past experience in related areas
- Financial capability
- Automated infrastructure already in place

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Vendor-To-Vendor Teaming

- Multiple vendors working together
- Similar commodities grouped together
- Seamless relationship to JPL
- Larger volume contracts

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Vendor Performance

- On time delivery performance
- Number of returns
- Percentage of over/under shipments

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Web Supplier

- View purchase orders
- View invoices received
- On time delivery performance
- Overdue receipts
- Invoices paid